9/1/87 AP720-1 A

POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE	JUN 1987	JUN 1986	JUL-JUN 1986/87	JUL-JUN 1985/86
AL Alabama	6,536	2,131	63,402	71,821
AK Alaska	129	121	2,387	182
AZ Arizona	108	1	1,583	529
AR Arkansas	6,742	4,989	58,250	56,499
CA California	4,857	4,609	67,583	51,504
CO Colorado	429	281	8,407	6,786
CT Connecticut	356	222	4,381	5,175
DE Delaware	244	421	22,651	21,402
FL Florida	12,463	10,858	148,368	156,303
GA Georgia	6,615	5,028	116,510	137,764
HI Hawaii	1,592	2,052	12,568	12,610
ID Idaho	1,247	1,007	27,113	27,212
IL Illinois	59,861	6,579	724,056	753,728
IN Indiana	24,265	12,877	385,387	439,216
IA Iowa	58,334	6,296	483,447	482,955
KS Kansas	4,124	2,327	35,010	35,138
KY Kentucky	15,889	6,871	117,724	134,389
LA Louisiana	1,843	1,012	102,367	51,450
ME Maine	733	52	7,819	8,288
MD Maryland	1,192	1,270	29,355	33,348
MA Massachusetts	1,209	138	4,965	5,653
MI Michigan	35,592	17,162	227,649	234,588
MN Minnesota	70,531	11,215	384,988	339,061
MS Mississippi	6,073	29	24,552	28,768
MO Missouri	24,511	9,368	285,375	240,254
MT Montana	669	440	11,716	11,744
NE Nebraska	1,038	452	28,886	35,410
NV Nevada	0	0	42	373
NH New Hampshire	185	74	892	554
NJ New Jersey	761	1,024	7,629	8,222
NM New Mexico	138	147	9,791	11,071
NY New York	9,321	4,829	79,216	71,744
NC North Carolina	4,481	2,519	87,971	100,590
ND North Dakota	1,923	473	27,190	24,212
OH Ohio	59,065	16,212	494,462	456,883
OK Oklahoma	1,497	1,344	21,557	20,507
OR Oregon	2,143	850	30,105	25,564
PA Pennsylvania	5,787	3,492	65,549	64,478
RI Rhode Island	312	0	1,850	1,634
SC South Carolina	3,185	843	66,067	108,923
SD South Dakota	590	685	14,029	13,611
TN Tennessee	12,517	3,525	122,807	142,372
TX Texas	11,928	4,991	137,836	136,401
UT Utah	1,896	21	6,407	12,663
VT Vermont	433	434	3,102	4,064
VA Virginia	995	3,110	92,428	135,950
WA Washington	2,888	1,607	43,305	40,547
WV West Virginia	303	144	3,551	3,379
WI Wisconsin	56,739	27,156	330,769	311,663
WY Wyoming	86	57	1,664	1,851
TOTAL U.S.:	524,355	181,345	5,034,718	5,079,033
CANADA				
AB Alberta	459	1,083	28,720	31,069
BC Brit. Columbia	279	473	7,774	7,466
MB Manitoba	562	1,413	22,620	21,385
NB New Brunswick	257	4,964	14,198	15,332
NF Newfoundland	0	0	0	573
NS Nova Scotia	258	59	6,533	5,822
ON Ontario	15,410	5,267	210,909	238,873
PE Pr.Edward Isle	113	(31)	12,205	10,460
PQ Quebec	4,810	3,792	114,671	139,699
SK Saskatchewan	5,439	1,056	34,109	14,026
TOTAL CAN:	27,587	18,076	451,739	484,705
EXPORT SALES:	357,528	244,937	3,737,560	2,754,256
TOTAL AGRICULTURAL	909,470	444,358	9,224,017	8,317,994
Non-Ag U.S.	37,515	24,778	378,193	365,490
Canada	2,622	1,726	18,355	24,812
Exports	15,639	5,793	90,772	90,747
TOTAL NON-AGRICULTURAL	55,776	32,297	487,320	481,049
GRAND TOTAL	**965,246**	**476,655**	9,711,337	8,799,043

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

JUNE 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	667	672	4,724	186	287	6,536
AK Alaska	0	0	97	32	0	129
AZ Arizona	46	0	46	0	16	108
AR Arkansas	16	15	6,322	340	49	6,742
CA California	2,065	1,769	165	13	845	4,857
CO Colorado	79	0	264	45	41	429
CT Connecticut	0	61	295	0	0	356
DE Delaware	0	0	205	14	25	244
FL Florida	4,011	1,615	1,930	1,316	3,591	12,463
GA Georgia	934	304	4,114	459	804	6,615
HI Hawaii	0	1,488	0	0	104	1,592
ID Idaho	258	285	506	198	0	1,247
IL Illinois	1,360	32,120	20,771	5,572	38	59,861
IN Indiana	589	18,376	4,218	1,058	24	24,265
IA Iowa	495	34,257	20,108	3,462	12	58,334
KS Kansas	207	665	2,897	287	68	4,124
KY Kentucky	0	13,344	2,309	25	211	15,889
LA Louisiana	0	0	1,416	420	7	1,843
ME Maine	0	0	733	0	0	733
MD Maryland	0	0	621	571	0	1,192
MA Massachusetts	0	0	720	280	209	1,209
MI Michigan	2,424	25,213	7,427	451	77	35,592
MN Minnesota	89	29,511	39,614	1,221	96	70,531
MS Mississippi	0	0	2,755	3,318	0	6,073
MO Missouri	1,522	6,905	15,956	128	0	24,511
MT Montana	0	0	602	55	12	669
NE Nebraska	143	137	165	577	16	1,038
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	180	0	5	185
NJ New Jersey	0	157	237	287	80	761
NM New Mexico	17	0	60	0	61	138
NY New York	17	302	8,323	532	147	9,321
NC North Carolina	61	671	2,645	89	1,015	4,481
ND North Dakota	0	47	1,876	0	0	1,923
OH Ohio	53	41,067	14,716	3,188	41	59,065
OK Oklahoma	99	93	1,300	0	5	1,497
OR Oregon	134	230	1,656	90	33	2,143
PA Pennsylvania	38	123	4,210	1,315	101	5,787
RI Rhode Island	0	0	203	87	22	312
SC South Carolina	0	850	1,568	124	643	3,185
SD South Dakota	0	192	272	126	0	590
TN Tennessee	0	4,792	6,818	907	0	12,517
TX Texas	1,845	6,195	2,794	866	228	11,928
UT Utah	1,896	0	0	0	0	1,896
VT Vermont	0	0	335	72	26	433
VA Virginia	0	0	421	569	5	995
WA Washington	32	604	1,521	709	22	2,888
WV West Virginia	0	259	21	23	0	303
WI Wisconsin	2,444	33,272	20,154	561	308	56,739
WY Wyoming	60	0	20	0	6	86
TOTAL U.S.:	21,601	255,591	208,310	29,573	9,280	524,355
CANADA						
AB Alberta	15	0	327	117	0	459
BC Brit. Columbia	0	0	278	1	0	279
MB Manitoba	0	470	92	0	0	562
NB New Brunswick	0	119	138	0	0	257
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	258	0	0	258
ON Ontario	28	12,779	2,432	112	59	15,410
PE Pr.Edward Isle	0	0	113	0	0	113
PQ Quebec	0	155	4,411	0	244	4,810
SK Saskatchewan	15	548	4,876	0	0	5,439
TOTAL CAN:	58	14,071	12,925	230	303	27,587
*EXPORT SALES:	201,039	36,274	108,676	693	10,846	357,528
TOTAL AG SALES	222,698	305,936	329,911	30,496	20,429	909,470
NON-AG U.S.	29,955	-	-	7,276	284	37,515
Canada	1,964	-	-	636	22	2,622
*Exports	793	-	-	14,846	0	15,639
TOTAL NON-AG SALES	32,712	-	-	22,758	306	55,776
GRAND TOTAL	**255,410**	**305,936**	**329,911**	**53,254**	**20,735**	**965,246**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

JUNE 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	934	1,344	0	0	992	3,270
Australia	0	0	3,607	0	9	3,616
Brazil	0	23,951	28,153	0	484	52,588
Chile	10,293	0	0	0	3,417	13,710
China	63,055	0	0	0	0	63,055
Columbia	4,419	0	0	0	0	4,419
Costa Rica	0	0	264	0	6	270
Denmark	5,606	0	0	0	0	5,606
France	0	0	16,044	0	0	16,044
Holland	0	0	30,299	0	0	30,299
Indonesia	23,514	0	0	0	0	23,514
Jamaica	0	0	2,290	0	0	2,290
Japan	13,943	10,979	6,385	0	5,707	37,014
Korea	22,090	0	0	0	0	22,090
Malaysia	17,768	0	17,646	0	0	35,414
Mexico	14,907	0	0	0	0	14,907
New Zealand	14,448	0	0	693	0	15,141
Puerto Rico	0	0	0	0	231	231
Sri Lanka	0	0	3,988	0	0	3,988
Taiwan	21,904	0	0	0	0	21,904
Thailand	(11,842)	0	0	0	0	(11,842)
TOTAL AG:	201,039	36,274	108,676	693	10,846	357,528
NON-AGRICULTURAL						
Italy	0	-	-	11,243	0	11,243
Japan	175	-	-	3,603	0	3,778
Korea	125	-	-	0	0	125
Mexico	390	-	-	0	0	390
Puerto Rico	3	-	-	0	0	3
United Kingdom	100	-	-	0	0	100
TOTAL NON-AG:	793	-	-	14,846	0	15,639
TOTAL EXPORTS:	**201,832**	**36,274**	**108,676**	**15,539**	**10,846**	**373,167**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JUNE 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	667	608	4,115	186	5,576
AK Alaska	0	0	97	32	129
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	5,542	340	5,882
CA California	0	0	0	13	13
CO Colorado	0	0	0	0	0
CT Connecticut	0	61	295	0	356
DE Delaware	0	0	205	14	219
FL Florida	3,905	1,615	1,930	1,316	8,766
GA Georgia	722	304	4,114	459	5,599
HI Hawaii	0	1,363	0	0	1,363
ID Idaho	0	150	366	198	714
IL Illinois	1,359	32,120	17,414	5,572	56,465
IN Indiana	589	18,376	4,218	1,058	24,241
IA Iowa	427	34,115	19,873	3,462	57,877
KS Kansas	0	15	217	127	359
KY Kentucky	0	13,344	2,309	25	15,678
LA Louisiana	0	0	1,198	138	1,336
ME Maine	0	0	733	0	733
MD Maryland	0	0	621	571	1,192
MA Massachusetts	0	0	720	249	969
MI Michigan	2,424	25,213	7,427	451	35,515
MN Minnesota	89	29,511	39,614	1,221	70,435
MS Mississippi	0	0	2,755	3,318	6,073
MO Missouri	611	6,557	4,971	111	12,250
MT Montana	0	0	602	55	657
NE Nebraska	61	137	165	577	940
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	180	0	180
NJ New Jersey	0	157	237	262	656
NM New Mexico	0	0	0	0	0
NY New York	17	302	8,323	532	9,174
NC North Carolina	0	671	2,645	89	3,405
ND North Dakota	0	47	1,876	0	1,923
OH Ohio	53	41,067	14,716	3,188	59,024
OK Oklahoma	0	0	0	0	0
OR Oregon	0	184	728	90	1,002
PA Pennsylvania	0	123	4,210	1,315	5,648
RI Rhode Island	0	0	203	87	290
SC South Carolina	0	850	1,568	124	2,542
SD South Dakota	0	192	272	126	590
TN Tennessee	0	4,792	6,818	907	12,517
TX Texas	0	0	15	283	298
UT Utah	1,861	0	0	0	1,861
VT Vermont	0	0	335	72	407
VA Virginia	0	0	421	569	990
WA Washington	32	604	1,442	709	2,787
WV West Virginia	0	259	21	23	303
WI Wisconsin	2,444	33,272	20,154	561	56,431
WY Wyoming	0	0	20	0	20
TOTAL U.S.:	15,261	246,009	183,685	28,430	473,385
CANADA					
AB Alberta	15	0	327	117	459
BC Brit. Columbia	0	0	278	1	279
MB Manitoba	0	470	92	0	562
NB New Brunswick	0	119	138	0	257
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	258	0	258
ON Ontario	28	12,779	2,432	112	15,351
PE Pr.Edward Isle	0	0	113	0	113
PQ Quebec	0	155	8,576	0	8,731
SK Saskatchewan	15	548	4,876	0	5,439
TOTAL CAN:	58	14,071	17,090	230	31,449
*EXPORT SALES:	168,187	32,277	67,804	693	268,961
TOTAL AG SALES	183,506	292,357	268,579	29,353	773,795
NON-AG U.S.	20,783	-	-	6,615	27,398
Canada	1,964	-	-	636	2,600
*Exports	400	-	-	14,846	15,246
TOTAL NON-AG SALES	23,147	-	-	22,097	45,244
GRAND TOTAL	206,653	292,357	268,579	51,450	819,039

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JUNE 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	0	3,607	0	3,607
Brazil	0	21,298	15,014	0	36,312
China	63,055	0	0	0	63,055
Denmark	5,606	0	0	0	5,606
Holland	0	0	18,874	0	18,874
Indonesia	23,514	0	0	0	23,514
Jamaica	0	0	2,290	0	2,290
Japan	11,644	10,979	6,385	0	29,008
Korea	22,090	0	0	0	22,090
Malaysia	17,768	0	17,646	0	35,414
New Zealand	14,448	0	0	693	15,141
Sri Lanka	0	0	3,988	0	3,988
Taiwan	21,904	0	0	0	21,904
Thailand	(11,842)	0	0	0	(11,842)
TOTAL AG:	168,187	32,277	67,804	693	268,961
NON-AGRICULTURAL					
Italy	0	-	-	11,243	11,243
Japan	175	-	-	3,603	3,778
Korea	125	-	-	0	125
United Kingdom	100	-	-	0	100
TOTAL NON-AG:	400	-	-	14,846	15,246
TOTAL EXPORTS:	**168,587**	**32,277**	**67,804**	**15,539**	**284,207**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

JUNE 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	0	64	609	0	287	960
AK Alaska	0	0	0	0	0	0
AZ Arizona	46	0	46	0	16	108
AR Arkansas	16	15	780	0	49	860
CA California	2,065	1,769	165	0	845	4,844
CO Colorado	79	0	264	45	41	429
CT Connecticut	0	0	0	0	0	0
DE Delaware	0	0	0	0	25	25
FL Florida	106	0	0	0	3,591	3,697
GA Georgia	212	0	0	0	804	1,016
HI Hawaii	0	125	0	0	104	229
ID Idaho	258	135	140	0	0	533
IL Illinois	1	0	3,357	0	38	3,396
IN Indiana	0	0	0	0	24	24
IA Iowa	68	142	235	0	12	457
KS Kansas	207	650	2,680	160	68	3,765
KY Kentucky	0	0	0	0	211	211
LA Louisiana	0	0	218	282	7	507
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	0	0
MA Massachusetts	0	0	0	31	209	240
MI Michigan	0	0	0	0	77	77
MN Minnesota	0	0	0	0	96	96
MS Mississippi	0	0	0	0	0	0
MO Missouri	911	348	10,985	17	0	12,261
MT Montana	0	0	0	0	12	12
NE Nebraska	82	0	0	0	16	98
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	5	5
NJ New Jersey	0	0	0	25	80	105
NM New Mexico	17	0	60	0	61	138
NY New York	0	0	0	0	147	147
NC North Carolina	61	0	0	0	1,015	1,076
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	0	0	41	41
OK Oklahoma	99	93	1,300	0	5	1,497
OR Oregon	134	46	928	0	33	1,141
PA Pennsylvania	38	0	0	0	101	139
RI Rhode Island	0	0	0	0	22	22
SC South Carolina	0	0	0	0	643	643
SD South Dakota	0	0	0	0	0	0
TN Tennessee	0	0	0	0	0	0
TX Texas	1,845	6,195	2,779	583	228	11,630
UT Utah	35	0	0	0	0	35
VT Vermont	0	0	0	0	26	26
VA Virginia	0	0	0	0	5	5
WA Washington	0	0	79	0	22	101
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	308	308
WY Wyoming	60	0	0	0	6	66
TOTAL U.S.:	6,340	9,582	24,625	1,143	9,280	50,970
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	59	59
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	(4,165)	0	244	(3,921)
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	(4,165)	0	303	(3,862)
*EXPORT SALES:	32,852	3,997	40,872	0	10,846	88,567
TOTAL AG SALES	39,192	13,579	61,332	1,143	20,429	135,675
NON-AG U.S.	9,172	-	-	661	284	10,117
Canada	0	-	-	0	22	22
*Exports	393	-	-	0	0	393
TOTAL NON-AG SALES	9,565	-	-	661	306	10,532
GRAND TOTAL	**48,757**	**13,579**	**61,332**	**1,804**	**20,735**	**146,207**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)

JUNE 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	934	1,344	0	0	992	3,270
Australia	0	0	0	0	9	9
Brazil	0	2,653	13,139	0	484	16,276
Chile	10,293	0	0	0	3,417	13,710
Columbia	4,419	0	0	0	0	4,419
Costa Rica	0	0	264	0	6	270
France	0	0	16,044	0	0	16,044
Holland	0	0	11,425	0	0	11,425
Japan	2,299	0	0	0	5,707	8,006
Mexico	14,907	0	0	0	0	14,907
Puerto Rico	0	0	0	0	231	231
TOTAL AG:	32,852	3,997	40,872	0	10,846	88,567
NON-AGRICULTURAL						
Mexico	390	-	-	0	0	390
Puerto Rico	3	-	-	0	0	3
TOTAL NON-AG:	393	-	-	0	0	393
TOTAL EXPORTS:	**33,245**	**3,997**	**40,872**	**0**	**10,846**	**88,960**